COPY

# RJ REYNOLDS

TOBACCO COMPANY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

July 25, 1997

**RJR Account #044880**
Mr. P. Martin
A. D. BEDELL

**SEPTEMBER WINSTON B2G2F LIGHTERS / PROMOTION #700649**

Dear Page:

*WINSTON* regular product has been ordered (see quantities listed below), as well as **33** skus of B2G2F Lighter Sleeves / Displays (Item #527552) to pack and ship this promotion to your participating retail accounts. All additional pertinent promotional information is listed below:

| UPC Code | WINSTON Brand Style | Case Size | #/ Cases |
|---|---|---|---|
| 12300-11112 | *Light* | 12M | 1 |
| 12300-11906 | *Light Box* | 6M | 1 |
| 12300-11012 | *Full Flavor* | 12M | 1 |

| | |
|---|---|
| Product / Premium Arrival: | **August 11, 1997** |
| Ship Date to Retail: | **Week of: August 25, 1997** |
| SKU CUBE: | **1.7150** |
| SKU WT (w/o Product): | **6.6200 lbs** |
| Retail Sales Offer per Sku: | **20 units** |
| Billing per Sku: | **4 Full Price Cartons** |
| EFT $ Amount: | **$1,772.93** |
| Non-EFT $ Amount: | **$N/A** |

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Source: https://www.industrydocuments.ucsf.edu/docs/fpny0000

**Promotion Description**: Utilize self-contained shipper. Shipper has 20 buy-2-get-2-free-lighters sleeves. Two packs of Winston product should be placed into the sleeve. Consumer purchases two packs, receives two Winston 'No Bull' Lighters free.

***SHIP NUMBER OF DISPLAYS AS INDICATED ON THE ATTACHED CUSTOMER LIST***

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you $28.00 per **live 12M** case for all displays packed and shipped to retail on a timely basis. This equates to **$63.00 (2.25 case(s) @ $28.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

*Judy*

J. Campbell
Promotional Coordinator / 1610
/jc
cc: C. Alessandra

**Note to RJR Manager:**
**Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.**

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WHOLESALER : 044880 A. D. BEDELL CO. <DIRECT>
TEMPLATE : 700649 70900 WIN SEP B2G LTRS
TEMPLATE SEQ : 0013
SALES LEVEL : 16XXXX

| TERR | RETAIL | ACCT | NAME | ADDRESS | CITY | ST | ZIP | QTY | TAX | CHAIN-ID | SUPPLIER | ACCT PHONE # |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 162605 | | 035860 | HARMAS READI MART | ROUTE 223 | ERIN | NY | 14838 | 1 | | | BRU | (607)796-2770 |
| 162605 | | 684578 | MIDWAY MINI MART | 5 JACKSTON AVENUE | BREESPORT | NY | 14816 | 1 | | | BRU | (607)739-2407 |
| 162605 | 162228 | 309498 | HARRIS FOOD MART | 351 NORTON ST | ELMIRA | NY | 14901 | 1 | NYS | | BRU | (607)732-0130 |
| 162606 | 162628 | 398393 | URBAN TOWNE NEWS | 25 N MAIN ST | JAMESTOWN | NY | 14701 | 1 | NYS | | | (716)483-5371 |
| 162606 | 162628 | 764502 | MCKINLEY S MARKET | 439 WILLARD ST | JAMESTOWN | NY | 14701 | 1 | NYS | | | (716)664-6955 |
| 162607 | | 182888 | HURLERS GROCERY | 603 E MAIN ST | WESTFIELD | PA | 16950 | 1 | | | BRU | (814)367-2707 |
| 162607 | 162228 | 335894 | AUSTINBURY CTRY STO | RR 2 BOX 310 | KNOXVILLE | PA | 16928 | 2 | | | BRU | (814)326-4616 |
| 162607 | 162628 | 357342 | THE HUB | 501 W MAIN ST | SMETHPORT | PA | 16749 | 2 | | | | (814)887-5585 |
| 162607 | 162225 | 382720 | STATE LINE ONE STOP | RTE. 449 MAIN ST. | GENESEE | PA | 16923 | 3 | | | BRU | (814)228-3660 |
| 162607 | 162225 | 398360 | BRENNAN MARKET | MAIN STREET | ULYSSES | PA | 16948 | 1 | | | BRU | (814)848-7501 |
| 162607 | | 543714 | LANES CITGO | 306 S. MAIN STREE | SHEFFIELD | PA | 16347 | 1 | | | 917609 | (814)968-5480 |
| 162607 | | 566942 | SMITTY'S COASTAL | ROUTE 6, BOX 6 | GAINES | PA | 16921 | 1 | | | 941856 | (814)435-2178 |
| 162607 | 162628 | 608171 | YE OLDE TYME SHOPPE | 17 SOUTH MAIN ST | CLARENDON | PA | 16313 | 1 | | | BRU | (814)723-7199 |
| 162607 | 162627 | 705264 | BP SHOP | CENTER & NORTH ST | ST MARYS | PA | 15857 | 1 | | | | (814)834-7070 |
| 162607 | 162628 | 714927 | CARTERS CONVENIENCE | 304 PENN AVENUE E | WARREN | PA | 16365 | 3 | | | | (814)726-0341 |
| 162607 | 162225 | 728526 | REEDS MARKET | 647 MAIN STREET | GENESEE | PA | 16923 | 1 | | | BRU | (914)228-3318 |
| 162607 | 162628 | 764541 | STEVES UNITED NEWS | 330 PENN AVENUE | WARREN | PA | 16365 | 1 | | | | (814)723-5705 |
| 162607 | 162228 | 775460 | FIVE STAR BUSY MART | 400 N BUFFALO ST | ELKLAND | PA | 16920 | 4 | | | BRU | (814)258-7312 |
| 173001 | 173022 | 399049 | THOMAS MKT | 100 S MAIN ST | UNION CITY | PA | 16438 | 1 | | | | (814)438-3422 |
| 173001 | | 572289 | OTTO'S KEYSTONE | P.O. BOX 90 | PLEASANTVILLE | PA | 16341 | 1 | | | 939827 | (814)589-7696 |
| 173001 | 173022 | 626433 | TITUSVILLE NEWS | 401 W. CENTRAL AV | TITUSVILLE | PA | 16354 | 4 | | | | (814)827-1227 |

PAGE BREAK TOTAL ACCOUNTS 21 TOTAL QUANTITY 33

TEMPLATE TOTAL ACCOUNTS 21 TOTAL QUANTITY 33

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GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT 08/27/97

ACCOUNT NUMBER: 044880
VOUCHER NUMBER: 15367380
DATE WRITTEN: 08/27/97
STATUS: PAID
AMOUNT PAID: 63.00

A.D. BEDELL
PO BOX 349
SALAMANCA , NY 14779

SEND CHECK TO: ROU

| DESCRIPTION | UNITS | AMOUNT |
|---|---|---|
| '97 VAP PK & SHP | 2.25 | 63.00 |

EXPLANATION: SEPT: WINSTON B2G2F LIGHTERS 700649 / CAA

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